- **What is the time frame for Vendor feedback letter?**
  - Approximately 45 days after demonstration

- **What can you tell us after the letter?**
  - Very little to nothing. Allow the government to vet out the considerations. Allow process to work. Stay engaged with offices your technology has been referred to

- **Do you want to know if we are already working with government?**
  - Yes

- **Does TRL8 matter?**
  - It matters because of maturity and capability to be inserted in new production
  - If not TRL 8, we will refer it (JCIDs is concurrent process feeding the requirements process)

- **Are OEMs at demos?**
  - In the past they have been present as demonstrators. We will explore invitation in future demos.

- **Can you list attendees on site?**
  - Yes, unless specific attendees object

- **Interactive process on how best to demo technology?**
  - Yvette is our POC. She is experienced in demo coordination.

- **Is it possible to shorten time for posting charts to web**
  - Charts were emailed in PDF format at end of Industry Day to participating vendors
  - Charts were posted to web site following week. Required Legal & Contracting review/approval

- **Could you give us name of person technology has been referred or transferred to:**
  - Yes. Send an email request to george.a.fulton@us.army.mil or john.mcleish@us.army.mil

- **If my technology is currently being tested, how can I be assured that it will be included?**
  - No guarantees. Recommend staying engaged. Communicate with appropriate PM or agencies involved with test.

- **If I have made an improvement to my technology should I re-submit a new TAI?**
  - Yes
  - New info will go to IPT to review
  - Check appropriate box on TAI from to indicate this change.

Can we know our TAI #?

- No. It wouldn't help you. TAI# is for EMIP tracking only.
- We communicate with vendor by the company name and the Idea name that is on the TAI form.

Are the Operational Requirements Documents (ORDs) available?

- No. We don't have/maintain ORDs in EMIP. You do not need them.
- FOCUS on:
  - The Capability Gaps briefed by User, John Germanos
  - 4 capabilities: safety, survivability, etc. contained in EMIP presented by George Fulton

In order to get something into "Big Army," do we need to have a requirements document written?

- No. Requirements are not required for PMs to enact improvements in safety, survivability, reliability or distribution and mission enhancements.
- EMIP does refer selected technologies to Requirements Generation in CASCOM
  - Expensive technologies requiring significant development or integration may not be pursued until requirements have been developed and corresponding budgeting been processed.
  - Additional more focused market research may be conducted by the User.

◆ **I have a EMIP Demo planned for October. Since my first "TAI" submission I have found a better solution to an existing issue. Do I need to re-submit with revision changes?**

■ Maybe. If it is a radical change, recommend resubmitting. Keep in mind our observation team will only observe what is described in your TAI.

◆ **EMIP 2005 goal was procurement in 90 days. Today's message is "don't plan on procurement from EMIP". When did this change come about?**

■ EMIP is evolving… the original goal was not realistic. The current goal is to make it happen as quickly as possible in a well-coordinated way.

• With new leadership (from PEO through PM to APM, all leadership positions changed from first year), there was a chance to assess whether goals and message matched reality

■ EMIP expedites by providing a single point of contact, conducting recurring rather than annual demonstrations and by effectively referring technology to appropriate offices

• EMIP does not provide any "silver bullets" to accelerate Federal Acquisition Process

■ Disagree with your perception of message. Stay engaged. Could result in contracts from PMs/OEMs

■ Bottom Line: In reality there are no "90-day Wonders"

◆ **If one primary goal of EMIP is to help provide knowledge to FSA/AMA within JCIDS process, why then does technology need to be at TRL8?**

■ We prefer TRL8 because maturity indicates a better chance to implement (integrate) via the Engineering Change Proposal (ECP) process

■ If you feel strongly about a good idea and are not sure about maturity or you have one that is borderline TRL 8, yet a great idea – submit it.

• If we do not invite to demonstrate, EMIP may refer the TAI to appropriate offices or agencies

- **If my technology has already been successfully tested & installed on an existing tactical vehicle, how can I insure that my technology will be considered on future projects?**
  - Best answer: stay in contact with truck (trailer) Original Equipment Manufacturers (OEMs)

- **Do I have to demo the product again to "keep it in front" of the decision makers?**
  - No. Demonstrating in EMIP is a "one time shot." We do not repeat technology demonstration unless the vendor has submitted and documented a significant improvement via a new TAI.
  - If there are improvements, submit a new TAI
  - Referral interaction sometimes points vendors in different directions that can become improvements. If so, submit a new TAI.

- **Is a TAI required if this is just "another model" of the same technology**
  - No. If function, operation, supportability, etc. are different then submit another TAI.

- **Will I stay on an "approved vendor list"?**
  - We do not maintain an approved vendor list.
  - Market Research acquired by EMIP is loaded in a Data Base (Advanced Collaborative Environment – ACE). Actually all TAIs whether demonstrated or not are loaded in database:
    - Therefore always available to PMs

- **What does a rating of "High Potential for military utility in the near term" mean?**
  - It means it directly addresses one or more Capability Gaps that were shown in the User brief presented by John Germanos.
  - It also indicates the technology is mature enough for current horizon.

- **What does "may be pursued" mean?**
  - It means exactly what it says.

- **What other ratings are issued?**
  - For Military Merit: Medium (indirectly addresses a User capability Gap) and Low (does not address a User capability Gap)

- **How many technologies demonstrated in EMIP 2006 received "High Potential" ratings?**
  - About one third

- **For a technology that is transitioned to another Army PM for action**
  - Who defines requirement, acquisition strategy and procurement plan?
    - User defines requirements
    - PM determines acquisition strategy and acquisition plan
  - Who executes actual procurement?
    - PM or the Truck or Trailer Original Equipment Manufacturer (OEM)
    - Component Technologies are often times executed by the OEM via Engineering Change Proposals (ECPs)
  - How does transition PM share responsibility with EMIP?
    - Through our working relationships and collaboration/communication with EMIP Integrated Product Team (IPT)
      - Representatives from PMs are on EMIP IPT and EMIP Observation Team
      - Engineering Division Chief (PM TV) is on team
  - How is priority for procurement set?
    - EMIP identifies most promising then refers to PM TV
    - IPTs within PMs provide recommendations for individual PMs
    - Ultimately by PM decision making which normally addresses cost, schedule and performance factors
    - More focused market research regarding similar technologies (competition) may impact the process

◆ **From EMIP demo to execution phase (contract award) what is the quickest time frames you've done for implemented systems?**

- ■ For Implementation (install in field or production cut-in) from first year EMIP (Jan 05): a little over a year…
  - • Illustrates time required to work through the programmatic considerations and issues such as, but not limited to:
    - – Funding
    - – Acquisition Strategy, including more focused market research
    - – Competition
    - – Testing
    - – Source Selection
    - – Manufacturing/Production
    - – Planning and conduct of Retrofit in field

◆ **You've indicated little sole source e.g. several similar ideas, so how can we find out if our technology is similar to something already out there or in development?**

- ■ Send email to john.mcleish@us.army.mil for questions of this nature
- ■ Be aware that even if we don't know of other similar technologies, the Government will do more focused market research before Acquisition decisions are made.
- ■ You are responsible for doing your own market research to discover if there are other similar technologies available in the market place.